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Delran, New Jersey 08075
Telephone 609/764-0100

DATAPRO RESEARCH CORPORATION

Announcing
the FIRST stand-alone reference source
on microcomputer software...

DATAPRO DIRECTORY OF MICROCOMPUTER SOFTWARE
NOW available at a special charter
SAVINGS OF \$50

Dear Friend of Datapro:

The new Datapro Directory of Microcomputer Software offers you the first complete objective data source for the identification, evaluation and selection of microcomputer software.

Created by the most experienced research staff in EDP information gathering, Datapro's new directory contains "search and compare" data dealing exclusively with software for the under-\$40,000 computer system. It contains thousands of authoritative, well-documented facts and prices to help you ...

- Identify the software to fit your particular needs;
- Locate hard-to-find software suppliers;
- Save time screening vendors and evaluating software alternatives;

(over, please)

- Find out how users rate their software; and
- Select the software packages that offer the best return on your investment.

You will find that the new directory contains comprehensive descriptions of more than 2,000 software products -- including data on vendor, system requirements, pricing, maintenance, documentation, training, etc. -- in a new easy-to-use, easy-to-compare format.

The new two-volume directory carries comprehensive profiles of more than 1,000 software vendors, including product line, application emphasis, and sales volume. It also includes current price lists updated regularly.

Four major indices make it easy for you to find the information you need in a hurry --

- Applications Index covers 27 key areas from accounting to word processing.
- Product Name Index complete with abbreviations and acronyms.
- Vendor/Product Index names vendor marketing each software product.
- Computer System Index with system name or type, major application categories, and product name.

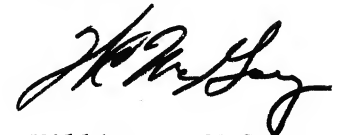
Your subscription includes two loose-leaf volumes, 12 monthly newsletters, and Datapro's popular Telephone Inquiry Service. All this at the special, limited-time, charter rate of \$290 -- a savings of \$50 off the regular subscription price.

This is an absolutely no-risk offer. If, for any reason, you find this directory is not what you expected, you can return the volumes within 10 days and pay nothing.

I'm confident, however, that you will find the new Datapro Directory of Microcomputer Software to be an invaluable source of information for the identification, evaluation and selection of microcomputer software.

So, please don't delay. Take advantage of this special no-risk, charter offer now. To order at the special \$50-off rate, just fill in the enclosed postage-paid order card, or call us at (609) 764-0100.

Sincerely,



William C. McGoey
Vice President, Marketing

P.S. Please remember, this offer is for a limited time. I urge you to respond quickly. As with all Datapro services, you have an unconditional 10-day return privilege.

Special Charter Offer

**Use this
convenient
postage-paid
order form
today.**

See other side for details.

Detach stub before mailing



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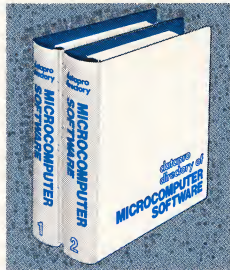


New from Datapro: Directory of Microcomputer Software

The new directory service that contains thousands of authoritative, well-documented facts to help you:

- Identify software to fit your particular needs.
- Locate hard-to-find software suppliers.
- Find out how users rate their software.
- Select the best software packages for your small computer.
- Save time screening vendors.
- Evaluate alternatives quickly.

Special Charter Order Form Save \$50 off regular subscription rate



- ☐ Please enter my no-risk subscription to *Datapro Directory of Microcomputer Software* at \$290. That's a \$50 savings off the regular subscription price of \$340. If, for any reason, I am not satisfied with the materials after I receive them, I may return them within 10 days and pay nothing.
- ☐ Please send complete details on the *Datapro Directory of Small Computers*.
- ☐ Even though your offer is risk-free, I am not sure yet. Please contact me to provide more information.

name

title

organization

phone

address

city

state

zip

1 2 3 4 5

Another
Datapro First

Aug 81

NEW Datapro Directory of Microcomputer Software

The first complete objective directory service for the identification, evaluation and selection of microcomputer software.

- ☐ **Over 2,000 software products** — detailed descriptions including data on vendor, system requirements, pricing, maintenance, documentation, training, etc. — in a new easy-to-use, easy-to-compare format.
- ☐ **Over 1,000 software vendor profiles**, including product line, applications emphasis, and sales volume.
- ☐ **Four major indices**, all generated from a single database:
 - **Applications Index** covers 27 key areas including commercial, financial, industrial, medical and many others.
 - **Product Name Index** — with abbreviations and acronyms.
 - **Vendor/Product Name Index** with the name of the vendor who markets each software product.
 - **Computer System Index** with system name or type, major application categories, and product name.
- ☐ **Current price list**, updated regularly for hundreds of vendors.
- ☐ **Your subscription** includes two loose-leaf volumes, 12 monthly supplements (up to 100 pages each), 12 monthly newsletters, and Datapro's popular Telephone Inquiry Service.

Over 1,000 pages with monthly updates of the most practical, hard-to-locate information on microcomputer software ever assembled.

Special Charter Offer

Save \$50 Take advantage of our special, no-risk, charter offer and save \$50 off the regular subscription. Details on back page.



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Directory of Microcomputer Software



The new *Directory of Microcomputer Software* gives you all the information you need to:

- Identify software to fit your particular needs.
- Locate hard-to-find software suppliers.
- Find out how users rate their software.
- Select the best software packages for your small computer.
- Save time screening vendors.
- Evaluate alternatives quickly.

How can this important reference source help you to be more productive?

Whether you're working in a large corporation, a small business, a consulting firm, a professional organization, or a financial institution...or, if you just want to know more about what's available in microcomputer software...Datapro's new Directory will give you the latest and most comprehensive data available — organized in an easy-to-use, easy-to-compare format.

If you have small computer systems in your organization, Datapro's new Directory can help you find software products that may better meet your needs and help you implement more effective programs.

Here are a few of the many areas where the *Datapro Directory of Microcomputer Software* can help you utilize your computer systems more effectively:

- EDP operations
- Management information systems
- Corporate planning
- Systems and procedures
- Research and development
- Purchasing
- Data communications
- Engineering
- Inventory control
- Accounting
- Administration
- Marketing
- Manufacturing
- Competitive analysis
- Market research
- Product planning

Your Subscription Includes:

- Two loose-leaf volumes.
- Twelve monthly supplements: Up to 100 pages each, you'll be kept up-to-date with this valuable, easy-to-use Directory Service.
- Twelve monthly newsletters, including a featured "Software Company of the Month."
- And Datapro's popular Telephone Inquiry Service.

Datapro scores again with the first single-source, comprehensive reference tool on microcomputer software. It's up-to-date and will stay that way with the help of Datapro's monthly update supplements (up to 100 pages each).

Here's what you'll find in this new directory service:

User's Guide

A concise narrative that quickly familiarizes you with all aspects of the Directory Service, and helps you get even more for your money.

Applications Index

Helps you locate everything in the service relevant to each of 27 major application areas and several sub-categories. Included are:

- Accounting
- Banking and finance
- Computer management aids
- Data communications
- Data and database management
- Education
- Energy management
- Engineering and scientific
- Entertainment
- Facilities security and protection
- Government
- Insurance
- Legal
- Management sciences
- Manufacturing
- Mathematics and statistics
- Media (publishing, broadcasting, etc.)
- Medical and health care
- Payroll and personnel
- Programming language processors
- Programming aids
- Sales and distribution
- System programs
- Transportation
- Utility programs
- Word processing and text editing
- Miscellaneous products

Product Name Index

Organized by the full name of each software product and also by abbreviations or acronyms, this index points you quickly to the proper page in the software profile section of the service.

Vendor/Product Index

This index is organized by vendor name. It associates each product profiled in the service with the vendor's name and directs the user to either the product profile page or the vendor profile page, depending on the user's need.

Computer System Index

Organized by computer name or type of computer system, this

index tells you on which computer each software package will run.

Software Product Profiles

Over 2,000 uniform, objective and easy-to-read descriptions of individual software packages — plus more arriving with each monthly supplement. Each profile includes:

- Product name and acronym
- Vendor name, address, telephone number and person to contact
- Software developer's name, address and telephone number
- Who sells the software in other countries, listed by vendor name and city
- Product description
 - Functions • Capabilities
 - Features • Advantages
 - Key reports generated
 - Industry suitability
- Host computer systems supported
- Required operating environment
 - Minimum and recommended main memory size
 - Auxiliary storage requirements
 - Operating system (inc. version number) requirements
 - Plus other requirements such as previously installed packages, special peripheral devices, etc.
- Operating mode
 - Local batch • Remote batch
 - Real-time transaction-based
 - Interactive...and more
- Source language name and availability
- Number of programs in package
- Ownership options
 - Purchase • Lease
 - Rent • License
- Pricing and usage details
 - Precise and detailed terms — dollar, usage or time-related terms
 - Special terms, including pricing for additional installations
- Maintenance availability
 - If different from marketing company, the name, address and telephone number are listed
- Maintenance provisions and pricing
- Optional features and prices
- Custom package modifications (pricing and availability)
- Training and installation services (pricing and availability)

- Specific documentation (pricing and availability)
- Date package first installed (or scheduled for installation)
- Number of packages installed to date

Vendor Profiles

Over 1,000 uniform, easy-to-compare descriptions of companies involved in the design, marketing and servicing of microcomputer software — plus additional profiles with most monthly supplements. Each profile includes:

- Company name
- Address
- Telephone
- Principal business
- President
- Director of marketing
- Date founded
- Number of employees
- Sales volume
- Primary customers
- Sales concentration
- Product line description

Vendor Directories

In addition to an alphabetical listing of company names, principal addresses, sales locations, and telephone numbers, the service provides a geographical listing by state and zip code.

User Ratings of Software Products

This measure of what current users think of their software will greatly assist you in making your evaluation and eventual purchase.

Feature Reports

In-depth discussions of important topics that help you select, purchase, and use microcomputer software.

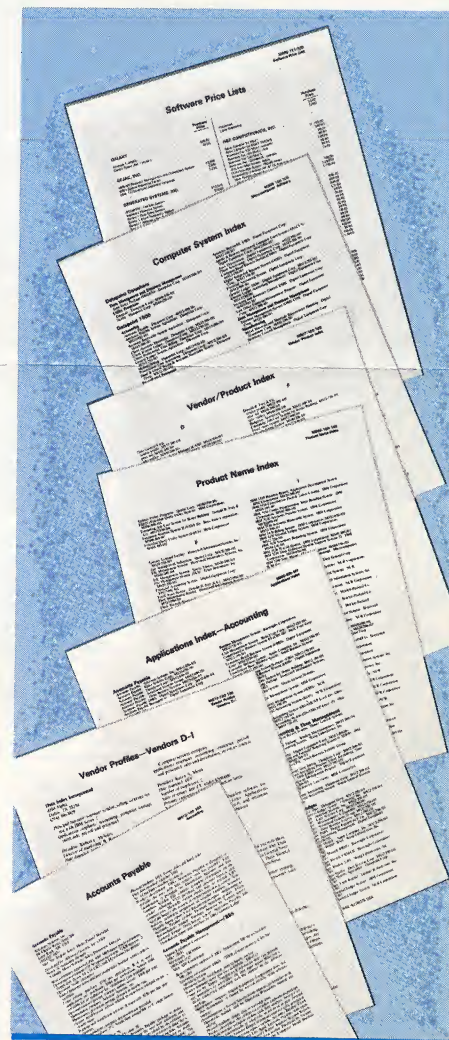
Vendor Price Lists

Current price lists, regularly updated, for over 500 software vendors...an exclusive Datapro service.

Typical Software Product Profile Includes:

- Product name and acronym
- Host computers supported
- Usage pricing
- Physical medium
- Product description

Plus much more detailed information.



Accounts Payable—Burroughs B Series Computers

Timberline Systems Inc.
10550 SW Allen Boulevard, Suite 220
Beaverton, OR 97005
(503) 643-9461
Attn: Pam Kennedy, Sales Administration

Host Computers supported: Burroughs B80; Burroughs B90; Burroughs B800.

Operating environment: B80/B800-128KB; B90-256KB; MCP operating system.

Operating mode: interactive, local or remote batch.

Source language name and user availability: Cobol.

Usage pricing: outright purchase; 3rd-party lease; 50% discount for each additional site; \$3,200 purchase price.

Maintenance company: Timberline Systems, Inc.

Maintenance provisions/pricing: total support through enhancement releases; from \$500 per year — varies slightly with application.

Training and installation services: one week at Timberline headquarters; \$600 per week per person.

Documentation: application utility manual, operator's guide, application instruction manual.

Physical medium: 3MB 8" minidisk, or 2.3MB or 4.6MB disk cartridge.

Number of packages installed to date: 465.

Product description: the system allows for the verification of invoice numbers during journalizing against paid invoice numbers. The system has been designed to automatically distribute the appropriate invoice processing to general ledger, job costing, and equipment costing. This product is made up of 16 discrete software programs. The system generated Cash Analysis Report details cash demands for outstanding accounts over rescheduled periods of time. This report also gives detail payment history on outstanding customer invoices. The system is designed to print check registers and accommodate one-time vendors.

A representative sampling of the software applications and vendors you'll find in the

Datapro Directory of Microcomputer Software

Application Areas (partial listing)

Accounting

Accounts Payable
Accounts Receivable
Business Management Systems
Client Accounting & Time Management
General Ledger
Special Applications
Tax Accounting

Banking and Finance

Credit Union
Customer Information File
Demand Deposit/Check Processing
Financial Control/Planning
Investment Management
Loan Accounting
Trust Accounting

Computer

Management Aids

Data Entry Performance Measurement
Disk Library Management
Documentation Database
Job Accounting
Job Recovery
Resource Management
Schedulers

Data Communications

Communications Monitors
Distributed Data Processing
Remote Job Entry
Terminal Support Programs
Transaction Processors

Data Management and Database Management

Accessing and Indexing Techniques
Database Management Systems
Data Dictionaries
Data Entry
File/Data Management
Storage and Retrieval

Education

Administrative Business Information Systems
Computer Assisted Instruction

Computer Training
Student Administration & Scheduling

Energy Conservation and Management

Energy Management
Engineering and Scientific
Construction/Architecture
Graphic Arts
Pipeline Networks/Flow Analysis

Entertainment

Adventure Games
Graphics Design Aids
Music Systems
Simulations

Government

Court Scheduling & Administrative Systems
Government Accounting
Law Enforcement
Property Assessment
Public Services

Taxation
Utility Billing

Insurance

Contract Administration
Finance/Accounting
Financial Planning
Independent Agents and Brokers

Management Sciences

Modeling, Simulation, and Forecasting

Project Planning/Control

Manufacturing

Bill of Materials Processing
Computer Aided Design/Manufacturing (CAD/CAM)
Job Cost Accounting
Control
Manufacturing Information & Financial Systems
Material Requirements Planning (MRP)
Order Entry/Inventory Management

Production Scheduling & Control
Purchasing

Mathematics and Statistics

Mathematics
Statistics

Media

Ad Agency Management
Broadcast Management
Circulation Subscriber Management
Job Estimating & Cost Management Systems
Phototypesetting Systems
Publishing Data & Financial Management Systems

Medical and Health Care

Admission/Discharge/Transfer
Appointment Scheduling
Clinic Administrative Accounting
Financial Management
General Accounting
Hospital Information Systems

Materials Management
Medical/Dental Office Management Systems
Patient Accounting
Personnel Management
Pharmacy Management

Payroll and Personnel

Employee Benefit & Personnel Systems
Payroll

Programming Language Processors

APL
Assemblers
Basic Compilers
C Compilers
Cobol Compilers
Fortran Compilers
Pascal Compilers
PL/1
RPG's
Special Purpose Programming Language Processors

Programming Aids

Application Program Development Aids
Conversion Aids
Cross Reference Lists
Emulators
Flow Charting Aids
Preprocessors & Program Generators
Program Documenters
Screen Formatting
Test & Debugging Aids
Translators

Sales and Distribution

Distributor Information Systems
Food & Beverage Systems
Order Processing/Inventory Management
Real Estate
Retail Information Systems
Sales Accounting Analysis & Management
Service Support

System Programs

Operating Systems/Control Programs
Operating System Enhancements

Utility Programs

Copy/Dump/Restore
Error Checking and Validation
Letter Writing/Mailing
Multi-purpose Utilities
Sort/Merge Programs
System Library
Maintenance
Text/File Editors
Report Writers

Word Processing and Text Editing

Automated Letter Preparation
Compositional Typesetting
Direct Mail Systems
Electronic Mail
Text Editing
Word Processing

Vendor Profiles (partial listing)

Advanced Data Systems, Inc.
Allen Ashley
AM Jacquard Systems
Apple Computer Inc.
Arkansas Systems, Inc.
Associates for Management Services (AMS)
Austron Data Systems, Inc.
Automated Simulations, Inc.

J. Baker & Associates, Inc.
Basic Four Corporation
Berman Associates
Bristol Information Systems, Inc.
Burroughs Corporation
Byte Industries, Inc.

Cado Systems Corporation
Cascade Data, Inc.
Centurion Computer Corporation
Century Computer Corporation
Chrislin Industries, Inc.
Compiler Systems, Inc.
Computerland Corp.
Cromemco, Inc.

Dann McCreary
Data General Corporation
Data Solutions, Inc.
Data Terminals & Communications
Data Train, Inc.
Datapoint Corporation
Datasmith
Dexel Systems Corporation
Digi-Log Systems, Inc.
Digital Equipment Corporation
Digital Research, Inc.
DKPE, Inc.
DPTPLUS, Inc.
DTRO
Dynacomp, Inc.

Ecosoft
Edutek Corporation

Hagen Systems, Inc.
E.F. Haskell & Associates
Heath Company

Henco, Inc.
Hewlett-Packard Company
Honeywell Information Systems, Inc.

IBM Corporation
Incosan Incorporated
Instant Software, Inc.
Intel Corporation
Interactive Structures, Inc.
Investors Software

Libra Programming, Inc.
Life Science Associates
Lupfer & Long, Inc.

Micro Five Corporation
Micro Focus, Inc.
Micro-Integration, Inc.
Micro Music, Inc.
Microsoft

NCR Corporation
Nepenthe Programs

Ohio Scientific Incorporated
Olivetti Corporation

Peachtree Software
PolyMorphic Systems
Potters Programs
Prodigy Systems, Inc.

Radio Shack
Rainbow Computing, Inc.
Realty Software

Shasta General Systems
Shear Development Corporation
Smoke Signal Broadcasting
Software Dynamics
Sperry Univac

The Bottom Shelf, Inc.
The Code Works
The Profit Group
Theta Business Systems
Timberline Systems, Inc.
Tiny Systems, Inc.

Wakefield Software Systems, Inc.
Wang Laboratories, Inc.
Winterhalter & Associates, Inc.

There's more! Each month as new software products become available, you'll be kept informed through your monthly supplements.

Special Charter Offer:

You can start saving time and money on identifying, evaluating and selecting microcomputer software products by ordering the *Datapro Directory of Microcomputer Software* today at the special, limited-time, charter rate of \$290, a savings of \$50 off the regular subscription price. To order at the special rate, just fill in the enclosed postage-paid order card, or call us at (609) 764-0100.

Absolutely no risk. As with all Datapro product offerings, this one is

entirely risk-free. If, for any reason, you find this directory is not what you expected, you can return the volumes within 10 days and pay nothing.

Also: Datapro Directory of Small Computers

The perfect hardware-oriented companion to the new *Directory of Microcomputer Software* because it helps you...

- ☐ Identify cost effective computers, peripherals and services by comparing specs and prices.
- ☐ Budget more accurately for your systems needs.

- ☐ Eliminate mistakes in product selection.

- ☐ Make buying decisions on actual user product ratings.

For complete details on the *Datapro Directory of Small Computers* check the appropriate box on the enclosed order card.

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* Partition System with Velcro Detachable Hinge.